Economic
Development
And Trade

Annual Report 1985/86

Alberta

ECONOMIC DEVELOPMENT
AND TRADE

Alberta
ECONOMIC DEVELOPMENT

Office of the Minister

407 Legislature Building, Edmonton, Alberta, Canada T5K 2B6 403/427-2134

March 1987

Honourable Dr. David J. Carter
Office of the Speaker
Legislative Assembly of Alberta
Room 325, Legislature Building
Edmonton, Alberta
T5K 2B6

Dear Sir:

I have the honour to present the annual report of Economic Development and Trade for the fiscal year ended March 31, 1986.

Respectfully submitted

Larry R. Shaben
Minister

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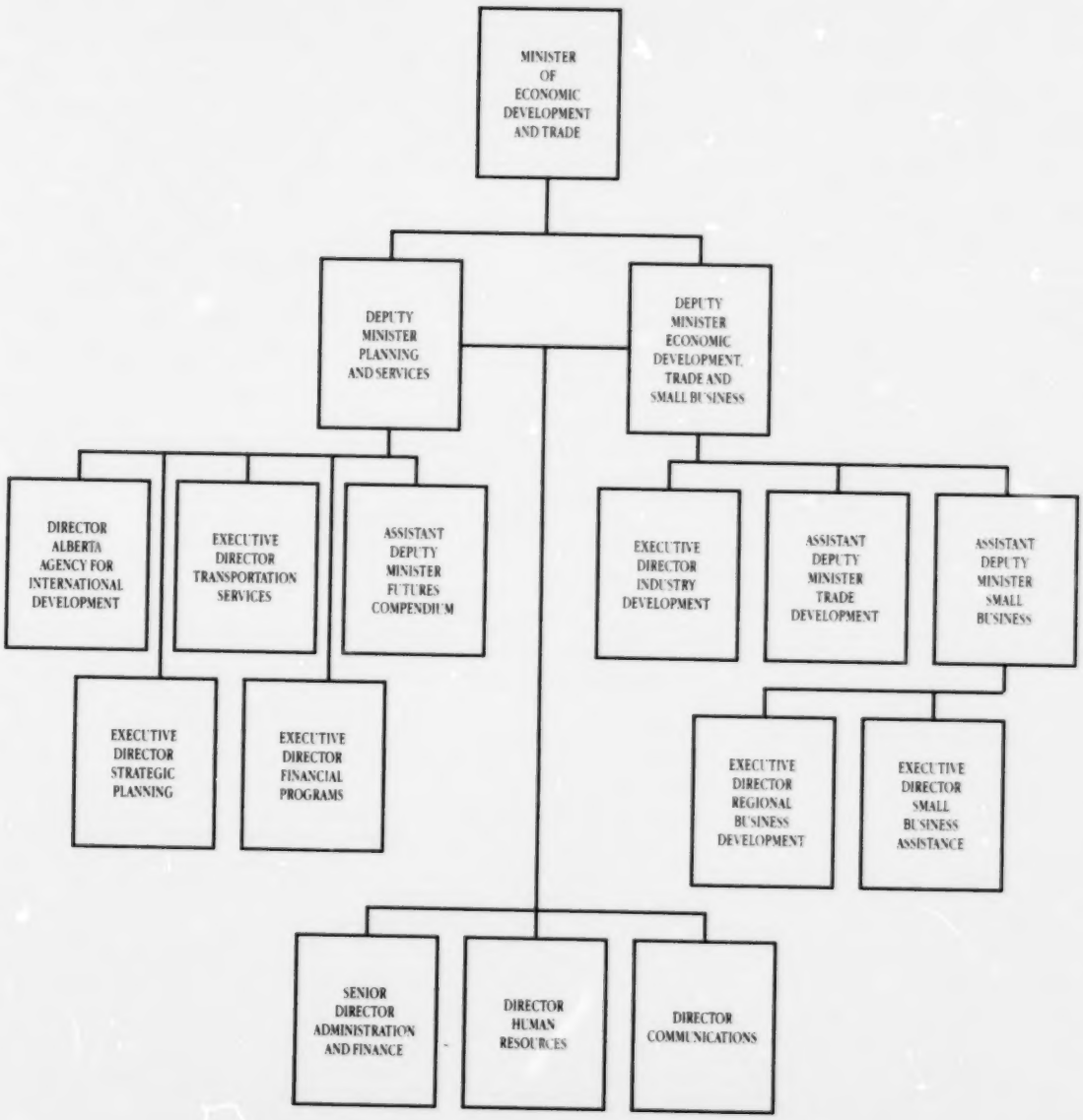

MINISTER OF ECONOMIC DEVELOPMENT AND TRADE
DEPUTY MINISTER PLANNING AND SERVICES
DEPUTY MINISTER ECONOMIC DEVELOPMENT, TRADE AND SMALL BUSINESS
DIRECTOR ALBERTA AGENCY FOR INTERNATIONAL DEVELOPMENT
EXECUTIVE DIRECTOR TRANSPORTATION SERVICES
ASSISTANT DEPUTY MINISTER FUTURES COMPENDIUM
EXECUTIVE DIRECTOR STRATEGIC PLANNING
EXECUTIVE DIRECTOR FINANCIAL PROGRAMS
EXECUTIVE DIRECTOR INDUSTRY DEVELOPMENT
ASSISTANT DEPUTY MINISTER TRADE DEVELOPMENT
ASSISTANT DEPUTY MINISTER SMALL BUSINESS
EXECUTIVE DIRECTOR REGIONAL BUSINESS DEVELOPMENT
EXECUTIVE DIRECTOR SMALL BUSINESS ASSISTANCE
SENIOR DIRECTOR ADMINISTRATION AND FINANCE
DIRECTOR HUMAN RESOURCES
DIRECTOR COMMUNICATIONS

Report From The Deputy Ministers

In February 1986, the department experienced cosmetic and structural changes. The Department of Economic Development changed its name to become the Department of Economic Development and Trade. The Small Business Division and Alberta Opportunity Company (AOC), formally of the Department of Tourism and Small Business, were added to the portfolio. These changes were incorporated to better reflect the importance of the contributions of trade and small business to the provincial economy.

In 1985/86 Alberta experienced the effect of an economic slowdown. To compensate for this, the Trade Development Division took a more aggressive and pro-active approach to the situation. Trade Development activities were increased and financial support and assistance given to trade export. This resulted in an increase in Alberta's exports to $13.4 billion up from $13.2 in 1984/85.

In August 1985, the Industry Development Division was reorganized to include the Manufacturing Industries Branch. Fifteen industry-specific sectors were supported and encouraged during the year. In addition, a number of initiatives were launched to enhance the performance and diversity of the economy. The success of these involvements as related to the province's technology and research sectors were clearly seen in March 1986, when the new provincial Department of Technology, Research and Telecommunications was established.

Over the past year, Transportation Services Division continued its emphasis on developing innovative solutions to Alberta's transportation problems; industries and businesses require improved transportation if they are to compete in international market places and capitalize on new trade opportunities. Among the division's accomplishments was the implementation of a new container distribution system called Alberta Intermodal Services Ltd. This Calgary-based company provides cost-competitive transportation to Alberta companies through rate reductions of 30 per cent to 40 per cent.

To increase the research and development opportunities for Alberta business, the department liaised with Alberta businesses, industries and universities. Through this "team" approach, the department and private sector worked together to approach the challenges of the marketplace in Alberta, Canada and around the world.

During the past year, this pro-active stance saw all divisions of the department devote their energies to assisting Alberta businesses, exploring viable new opportunities as they arose, and laying the groundwork for future endeavours.

Dallas J. Gendall
Deputy Minister
Development and
Trade

Clarence J. Roth
Deputy Minister
Planning and
Services

Administration and Finance Division

The Administration and Finance Division provides central support services to the department's operating divisions through four line sections: Financial Services, Financial Planning and Procurement, Systems and Central Services. The specific support functions provided by each section are:

Financial Services

- Provides central accounting services including the establishment and maintenance of accounting records and procedures for the department.
- Develops and implements internal controls which conform to accepted accounting practises; and provides recommendations and implements financial policies and procedures established by the department's senior management.
- Processes grants, employee expense accounts and vendor accounts for payment; ensuring compliance with the Financial Administration Act and other government acts and regulations.

Financial Planning and Procurement

- Participates in short and long-term financial planning, prepares the annual departmental budget, monitors expenditures throughout the fiscal year and obtains additional or alternative sources of funding when the need arises.
- Provides centralized procurement services as well as providing guidance and arranging for contracts and agreements.
- Provides central library services in support of departmental information needs.

Systems Group

- Administers Electronic Data Processing (EDP) facilities and resources, including the Business Opportunities Sourcing System and Company Information Services databases.
- Administers the central word processing system, including the development of specific program applications.
- Prepares the annual departmental EDP Plan and implements new approved projects.

Central Services

- Provides administrative support services, including space management, parking, security, central stationery store, telecommunications, mail and courier services.
- Provides assistance in receiving visitors, planning receptions, banquets and special events.

In addition to providing ongoing central support services to the department, the Finance and Administration Division:

- Provided assistance in finalizing the budget and providing interim accounting support services to Alberta Intermodal Services Ltd.
- Assisted in establishing the department's budget for Expo '86, including purchasing and supplying required services and supplies for the delivery of the Expo '86 program.
- Assisted in securing space, equipment, supplies and required services for the Edmonton and Calgary offices of the Alberta Trade Representative.
- Participated in negotiating agreements with CN Rail and the City of Fort Saskatchewan for the rail relocation project in Fort Saskatchewan.

- Co-ordinated budgetary, financial and administrative support services associated with the transfer of the Small Business Division from the former Department of Tourism and Small Business to Economic Development and Trade; and the transfer of the High Technology Sector from Economic Development and Trade to the Department of Technology, Research and Telecommunications.

- Prepared 14 special warrants during the fiscal year.

Approved Special Warrants

1. To provide additional funds required by the Alberta Motion Picture Development Corporation to promote the development of the motion picture industry in Alberta.
   $ 70,000

2. To sponsor offshore participants at the Banff School of Advanced Management.
   $ 90,000

3. To provide funds for the establishment of an Economic Development Directorship position in the New York Office.
   $ 188,500

4. To support the establishment of an intermodal distribution system through an equity investment in Alberta Intermodal Services Ltd.
   $ 20,000,000

5. To finance the Fort Saskatchewan Rail Relocation Project through an equity investment.
   $ 3,410,000

6. To support the establishment of an intermodal distribution system through the development and testing of a double stacked rail car.
   $ 496,000

7. To assist with the development of a prototype robot through the issuance of a conditional grant to ATCO Ltd.
   $ 295,000

8. To assist Sturdi-Wood Inc. in funding the capital cost of establishing an oriented strandboard manufacturing facility in Drayton Valley.
   $ 7,000,000

9. To provide additional operating funds for the department's activities.
   $ 1,559,000

10. To provide relief aid towards the Colombian disaster victims through the Alberta Agency for International Development.
    $ 167,817

11. To provide a $500,000 operating grant for 1985-86 and a one time debt reduction of $900,000 to the Alberta Wildlife Park.
    $ 1,400,000

12. To provide additional funds for the Small Business Equity Corporations (SBEC) Program.
    $ 17,094,460

NOTE: This statement includes those amounts that were transferred from Department of Tourism and Small Business and excludes those amounts that were transferred to the Department of Technology, Research and Telecommunications under the authority of the Public Service Administrative Transfer Act.

Human Resources Division

The Human Resources Division provides advice and assistance to all levels of the department regarding effective utilization of our human resources. Assistance is also provided to ensure that statutory and procedural requirements are met.

Key areas of responsibility include recruitment and selection, position classification, salary and wage administration, organization development, human resource planning and utilization, employee relations, staff development and performance appraisal systems. Consulting services are provided in response to downsizing, redeployment, organizational structuring and other issues affecting the environment, roles and needs of staff.

At the conclusion of the 1985/86 fiscal year, the department's staff establishment was 278.3 person-years broken down as follows:

Permanent and non-permanent	Person Years
Salaried positions	242.7
Wages	9.6
Contract	26.0
	278.3

Highlights during 1985/86 fiscal year:

— Administering and managing 65 recruitment actions as well as temporary staff recruitment activity.

— Reviewing and processing 48 position classification requests.

— Administering salary and wage operations including the preparation and processing of all payroll documentation.

— Small Business transferred to Department of Economic Development and Trade in February 1986 with a staff establishment of 91.4 creating a significant increase in recruitment and pay activity as well as a need for integration into the department.

— Administering and providing recommendations on 205 requests for sponsored staff development.

— Providing advice and assistance to management on organization and job design, redeployment and downsizing and other organizational issues.

— Working with the line co-ordinator and committee members in the further development of the departmental equal opportunity program.

— Providing assistance and advice to management and supervisory staff on employee relations matters.

— Special projects including Alberta Intermodal Services and the departmental planning process.

- Trade Development Division
- Industry Development Division

Development and Trade is made up of two divisions: Trade Development and Industry Development. To promote investment in Alberta on a world scale, international offices are maintained in Los Angeles and Houston in the United States and with representatives in the Alberta offices in London, England and Hong Kong.

The divisions supports the economic development of Alberta by assisting in the development and expansion of Alberta companies, stimulating new investment, enhancing the performance of the various industrial sectors, and assisting Alberta companies to market their goods and services outside the province.

The Trade Development Division helps the manufacturing and services sectors to expand trade outside the province by identifying specific export markets and projects, foreign joint ventures, and licensing opportunities. The division's activities include co-ordinating Alberta participation in national and international trade shows and organizing of missions by Alberta firms to foreign markets. The division also assists foreign trade missions and companies visiting Alberta or seeking information on the province.

The Industry Development Division supports the province's industrial and manufacturing sectors, particularly those areas that have export potential. It concentrates on the development of the film industry along with industries in the high technology sector. The division also assist the chemical, petrochemical, energy, food processing, construction, forest products and engineering sectors. Alberta industrial development opportunities are identified and investment from foreign and domestic sources is encouraged.

Trade Development Division

The division's mandate is to implement the trade strategy of the Government of Alberta and to promote the development of exports by Alberta companies, other than agriculture.

It implements strategies and programs to increase the number of Alberta companies that are exporting, particularly small businesses, as well as expanding the kinds of products and services being exported in order to support the diversification of the Alberta economy.

In 1985/86, goals and objectives for the division were to assist Alberta's industrial and services sectors in developing new or expanding existing domestic and export markets in order to enhance Alberta's economic base by:

1. Maintaining a ministerial mission and marketing mission program to assist in the sale of Alberta goods and services worldwide.

2. Maintaining a trade show program.

3. Maintaining an Incoming Buyer Program which exposes qualified buyers to Alberta companies.

4. Maintaining close relations with the exporting community through the Canadian Export Association, International Business Council, other levels of government and the Export Trade Development Board to develop policy recommendations to assist the private sector in their export marketing activities.

5. Maintaining close liaison with the Federal Department of Regional and Industrial Expansion to co-ordinate export activities in the province.

6. Increasing public awareness of export opportunities through training and development programs for both new and established exporters in the form of intensified country and export briefings.

7. Identifying potential export sales, joint ventures, consortia and licensing opportunities outside of Alberta.

8. Providing financial assistance to Alberta companies in their export marketing programs.

9. Providing for export counselling services to Alberta exporters.

10. Maintaining market intelligence on export markets.

In 1985, the Trade Development Division reacted to the economic slowdown by increasing its trade development program activities and by providing additional financial support for export activities in Alberta's private sector.

The division focused on redeploying its programs and priorities to reflect the changing economic and political situations throughout the world.

The number of Alberta companies assisted by the division is continually expanding and the total contracts signed by Alberta companies assisted by the division's marketing efforts has increased considerably compared to past years.

Alberta's Market Development Assistance Program, which provides financial assistance to Alberta companies undertaking export marketing activities, was expanded to accommodate the large influx of applicants.

The value of Alberta's exports in 1985 are reported to be approximately $13.4 billion. Of this 11 per cent was in agricultural products, 68 per cent in primary resources and 21 per cent in manufactured goods. This is compared to $13.2 billion for 1984, which is certainly indicative of the importance of international trade in sustaining Alberta's economic base. It is noteworthy that in a year of generally depressed economic activity in Canada and Alberta, export sales contined to grow.

North America

The North American market remains the single most important region for the export of Alberta goods and services. Emphasis continues to focus on assisting first-time exporters and increasing the diversity of Alberta's exports. Over 360 companies have been directly assisted.

Marketing trips, mini and incoming buyer missions, combined with active participation in trade shows, have continued to form the basis for the promotion of Alberta companies in Canada and the United States.

A ministerial mission to the Florida Governor's Conference, major participation in eight trade shows, and six incoming missions, including one led by the Governor of Minnesota, provide examples of the increasing activity in North America.

Major sales in furniture, apparel, modular gas equipment, uniforms, plastic products, sports equipment and pipe testing equipment are highlighted for this past year.

This division, in concert with the Alberta international offices and the Canadian consulates, is taking the initiative in developing export market strategies for a diverse range of Alberta manufacturers and service companies. Potential markets in the United States for steady, long-term growth, are targetted in the Southeast, Pacific Northwest and California regions. Active measures are being taken to develop these markets.

Overall, $229 million in export assisted sales was realized for 1985/86.

Pacific/Asia

China, Japan and Korea continue to be the major market areas for Alberta companies in the Pacific/Asia area.

The special emphasis on China, particularly in the oil and gas sector has resulted in significant initial sales with increased trade delegations both from China and to China.

The Daqing oilfield seminar hosted by the former premier and the establishment of a Daqing Task Force has greatly contributed to the enhancement of trade opportunities.

Major breakthroughs in the Japanese and Korean housing and housing components sectors were accomplished.

Increased emphasis has been placed on developing sales through Houston-based buying offices of foreign countries, particularly Japan and China.

Alberta companies were assisted in concluding a training contract with the Oil and Gas Development Corporation in Pakistan and in major surveying and mapping contracts with countries belonging to the Association of South East Asia Nations (ASEAN).

Agricultural equipment, forestry and pipeline technology have continued to find market opportunities in Australia and New Zealand.

This area also assisted Alberta companies in developing $87.6 million in contracts signed, up from $61.5 million in the previous year.

Europe

Within Western Europe, trade for Alberta companies continues to increase.

During 1985/86, Alberta companies signed contracts for a diverse range of products, services and technology for more than $220 million. The majority of sales are oil and gas related, not only for projects in the North Sea but also in third world countries through joint ventures with British, Italian and Dutch companies.

Diversification of our exports included telecommunications, exercise equipment and carbon black.

Various projects are being pursued for joint ventures with European companies to supply equipment and services to third world countries.

New opportunities to be pursued in the future are telecommunications, electronics, biomedical products/technology and thermocouplers.

Within the Union of Soviet Socialist Republics (USSR)/Eastern Europe, the Government of Alberta is aggressively pursuing trade opportunities for Alberta companies. During the 85/86 fiscal year, Alberta companies signed contracts for a wide range of products, services and technology totalling $204 million. Sales to the USSR accounted for a very large percentage of this total. Alberta industry shows a very strong interest in the USSR and Eastern Europe.

Alberta companies are actively pursuing Soviet Union projects pertaining to heavy oil and related oil/gas equipment and engineering. In addition, good opportunities have been identified for Alberta through marketing with companies in Finland.

There were 24 incoming buyer mission from the USSR, Finland, Denmark, Sweden, Norway, Poland, Yugoslavia, Czechoslovakia, Romania, East-Germany and Bulgaria.

Fifty-six Alberta companies have submitted tenders in Yugoslavia for the INA mega project valued at US $640.3 million pertaining to oil/gas equipment, spare parts and expertise. This initiative has opened up a new market for Alberta exports.

The new five-year plans (1986-1990) of Eastern Europe make the energy sector a number one priority. This resulted in several major oil/gas projects being implemented. Alberta companies are being encouraged to pursue them. One Alberta company has already signed a $10 million contract with the Greek Government pertaining to rain enhancement/cloud seeding.

The above-mentioned opportunities will continue to be actively pursued through outgoing trade and incoming buyer mission.

Latin America/Caribbean

In spite of massive foreign debt loads carried by many of the countries in the region and the impact of falling crude prices on oil producing economies, Latin America and the Caribbean countries continue to be an important market for Alberta companies.

During this year, 17 marketing missions visited the region providing Alberta companies with access to the market in each country. This included a technical seminar in Brazil designed to inform that market of the technical and innovative quality of Alberta developed equipment and technology in the petroleum and natural gas industry. Within the petroleum sector, export efforts revolved around cost cutting equipment and technology which would permit oil producers to continue economic production levels even at the current depressed oil prices.

There were approximately 27 incoming buyer missions from Ecuador, Columbia, Peru, Argentina, Chile, Brazil, Venezuela, Mexico, Trinidad, Barbados, Cuba, Panama, Costa Rica, Guatemala, Honduras, Nicaragua and El Salvador, which resulted from trade missions of Alberta companies into the market area. Significant volumes of sales can be attributed to meetings held in Alberta during these missions.

Continued contacts were made with the Houston buying offices of Latin American oil companies. The National Petroleum Companies of Mexico (PEMEX) and Venezuela (BARIVEN) continued their programs of registering Alberta companies as suppliers. The Barbado National Oil Company has given official sanction for an Alberta company to act as one of their official consolidated suppliers. Offers have been made to other national oil companies to assist in sourcing their requirements through Alberta companies.

Involvement in capital projects in Central America and the Caribbean increased with efforts concentrated on free trade zone manufacturing facilities and tourist facility developments. In addition, the sector has devoted considerable effort to assisting in arranging financing and insurance for numerous projects as a method of ensuring that the projects would continue and provide export sales for Alberta companies.

Alberta companies were assisted in completing sales contracts of over $22 million in the Latin America/Caribbean area for the year. The majority of these sales are registered within the petroleum and natural gas technology and equipment sector, although significant advances were made to diversify our export base.

Middle East/Africa

The economies of most oil and gas producing countries in this area are vulnerable to world market demand and price for their products. Many are important producers. The declining demand and prices reduced economic activity and these countries are making re-adjustments. The economies of the major Middle East countries such as Kuwait and Saudi Arabia remain stable.

African countries continued to feel the effects of the world economic downturn. This was offset by good rains and crops in eastern and south-eastern Africa and the considerable savings in foreign exchange from importing crude oil at much lower prices in early 1986. There is a great need for self-sufficiency in technology for these countries to develop their resources in oil, gas, agriculture, water and forestry. The thrust in oil and gas exploration and enhanced recovery continues. Zambia and Botswana joined in the search for hydrocarbons in 1985.

In the Middle East there is still a good demand for Alberta oil and gas equipment, services and technology and an increasing interest in investments and joint ventures with Alberta companies. Programs were organized to promote primarily the sales of Alberta's technology for oil and gas products and services and encourage potential investors.

This section organized 32 incoming missions from 18 countries, six outgoing missions to 20 countries, one ministerial mission and assisted the Canadian Chamber of Commerce in organizing a Canada-Arab Business Seminar in Calgary for June 27, 1985. It was also actively involved with incoming buyers from six countries to Intercan '85.

Alberta companies were assisted, directly and indirectly, in developing $57 million in contracts signed during the fiscal year 1985/86.

Trade Promotion

Trade Promotion of Economic Development and Trade assists Alberta companies in exporting their manufactured goods and/or services, through the development of an aggressive trade show program.

During 1985/86, it participated in 18 international and domestic trade shows. A total of 199 Alberta companies were exhibited at these shows compared to 16 shows and 153 companies in 1984/85.

An innovative approach to the USSR market through an ALL-ALBERTA Exhibition and Conference involving 25 companies was very productive. Actual sales achieved were $12.8 million.

Trade Promotion is also involved in the training of Alberta manufacturers in the use of trade shows. This is achieved through development and distribution of training material as well as seminars and lectures given by its staff to industry associations and Chambers of Commerce around Alberta.

During the year, Trade Promotion spearheaded the department's involvement in Expo '86 in Vancouver, British Columbia. It was also responsible for the co-ordination, implementation and budgetary control of the department's Expo related activities.

Export Finance

Attendance of 180 business people at a seminar on the World Bank and its affiliates highlighted the information dissemination activities provided to Alberta companies by this area in the past year. Several other presentations were arranged on the funding and services available from the Canadian International Development Agency, the Canadian Commercial Corporation, the Export Development Corporation, the United Nations and the Asian, African and Inter-American Development Banks.

Export Finance assisted Alberta companies working on projects funded by the above agencies in countries such as Botswana, Bermuda, Bahamas, Burma, Chile, China, Egypt, Ghana, Grenada, Hungary, India, Pakistan, the Philippines, Signapore, Thailand, United States, USSR, Yugoslavia and Zambia. Alberta companies with services and products from many sectors were assisted. These included oil and gas exploration, drilling, production, processing and transmission, engineering, consulting, construction, food processing, telecommunications and aerial surveying.

Program Development

This area supports education and training as these activities relate to developing Alberta's overseas sales opportunities through the direct export of training and related consulting services, and the transfer of technology. One of the major training programs assisted by the department is the Alberta Summer Institute for Petroleum Industry Development (ASIPID). The 1985 Summer Program (June and July) was offered to 36 participants in middle and senior management/technical positions from the oil and gas sectors of 18 countries.

A series of five export marketing seminars was presented for Alberta companies to assist them in improving their export performance. The series ran from January to March 1986 and was financially assisted by the department.

Program Development worked with Alberta Manpower in launching the International Marketing Employment Program in the fall of 1985. This program provides up to $15,000 a year in grants to Alberta employers towards the salary costs of new positions devoted to international marketing.

The Alberta Export Achievement Awards is a special program of recognition for Alberta companies which have demonstrated outstanding performance in their export activities. The Fourth Annual Alberta Export Achievement Awards was held in October of 1985 at which 17 Alberta companies were recognized.

During the year, several of Alberta's post-secondary institutions and private sector training agencies were assisted on specific projects and project proposals. It also assisted with a sales mission to Kenya, Tanzania and Madagascar.

Industry Development Division**

The objective of the Industry Development Division is to enhance the performance and diversity of the economy of Alberta by assisting in the development of key sectors. These key sectors include chemicals; electronics; forest industries; food and consumer products; industrial products and services; construction and engineering; energy, metal and mines; plastics, rubber and textiles; and the film industry. The division also works with financial institutions, and venture capitalists to identify opportunities for investment, growth and diversification, and encourages local, national and foreign investment and the transfer of technology by:

- Counselling industry in such matters as site location, sources and use of financing, business planning, government (federal, provincial and municipal) regulations, services market data sourcing technologies, etc.
- Identifying sector opportunities and stimulating action to realize these opportunities by causing new investment in the province with an emphasis on joint ventures involving Albertans.
- Proposing alternative sector development strategies that will result in the expansion of the key industry sectors.
- Implementing and operating the government's industrial development policy.
- Promoting investment opportunities to potential investors both in and outside of Alberta.
- Providing a co-ordinating and catalytic linkage between industry, investors and the financial community.
- Assisting businesses to grow and expand by becoming aware of and incorporating advanced manufacturing techniques in their operations. Assist with commercialization of technology in Alberta.
- Providing assistance on business matters to elected officials.

**The Industry Development Division was reorganized to include the Manufacturing Industries Branch in August 1985.

Chemical Sector

During the 1985/86 fiscal year, this sector:

- Surveyed all major petrochemical producers prior to the new Federal/Provincial Agreement on natural gas regarding their position on gas deregulation.
- Hosted a petrochemical promotional seminar in New York which was attended by senior management, primarily from United States chemical producers. Spoke at major conferences in Calgary and Philadelphia regarding Alberta petrochemical manufacturing opportunities.
- Initiated a major evaluation of the position of Alberta's petrochemical industry vis-a-vis producers elsewhere, this in anticipation of future worldwide petrochemical investment.
- Supported a very successful trial shipment of methanol from Edmonton to Vancouver via the Trans Mountain Pipeline. This is expected to open large new markets for Alberta produced methanol.
- Played a catalytic role in a new ammonia venture which has recently commenced construction.
- Provided counselling to Alberta chemical producers in a number of areas that affected their operations. These included property taxation, electrical power, labour and natural gas pricing.
- Met with numerous companies active in the production of specialty chemicals and petrochemicals and provided advice and assistance as required.

Electronics Sector

During the 1985/86 fiscal year, this sector:

- Sponsored government support for Microchip Design and Fabrication Facilities to be operated by the Alberta Microelectronic Centre. The department also sponsored the Centre's acquisition of LSI Logic's leading microchip technology. The enhanced capability of the Microelectronics Centre will propel Alberta to the leading edge of microelectronic capability.
- Was instrumental in obtaining government funding for an Electronic Industry Information Centre. The initial system will provide a selected number of electronic firms with access to large pools of technical and commercial information.
- Sponsored the Electronics Test Centre which was officially opened in December 1985. It will provide much needed assistance to Alberta firms in the area of testing new products.
- Sponsored a meeting with industry and university representatives to discuss possible initiatives related to instrumentation technology. The Alberta electronics industry has substantial strength in this area. The new initiative will further develop this strength.
- Sponsored the formation of the Alberta Laser Institute. The institute will play a leading role in helping to transform the advanced laser technology residing in the University of Alberta into commercial products.

Forest Industries Sector

During the 1985/86 fiscal year, this sector:

- Assisted in the establishment of Pelican Spruce Mills Ltd. second oriented strand board plant in Drayton Valley.
- Assisted in the upgrading of Weldwood Canada's waferboard plant in Slave Lake.
- Assisted in the establishment of Millar Western's chemi-thermo-mechanical pulp mill in Whitecourt.
- Assisted in upgrading of Proctor & Gamble's pulp mill in Grande Prairie.
- Encouraged a study which may lead to a major expansion of Champion's Kraft Pulp Mill in Hinton.
- Co-hosted incoming missions from United States, China, Japan, Cuba, Korea, Belgium and Hawaii, concerning building products, pulp mills, manufactured housing, aspen cants and furniture.
- Assisted in the following manufactured housing export studies; Atco to Korea and Japan, Nelson to Korea and Cano to Hawaii.
- Hosted a seminar which resulted in the identification of numerous secondary forest product priorities.
- Published Alberta Secondary Forest Product Manufacturing Opportunities Study.
- Assisted in a Kiln-Drying study which verified that Alberta Aspen can be processed for secondary industry.
- Produced a new Alberta Advantage Forest Industry brochure and film.
- Developed a Primary Forest Producers Directory and a Secondary Forest Manufacturers Directory.

Food and Consumer Products Sector

During the 1985/86 fiscal year, this sector:

- Participated on the committee to renew and expand the program of capital assistance to include food processing companies in the cities of Edmonton and Calgary as well as all other areas in Alberta in a new $50 million, 5-year program under the Canada/Alberta Agricultural Processing and Marketing Agreement.

- Encouraged the establishment of a new program for providing financial assistance to communities when water and sewage facilities require upgrading for large agricultural processing facilities.

- Assisted the start-up of new food processing and beverage plants including specialty cheese, a winery and cocktail mixes. Several licensing arrangements between Alberta firms and companies for the United States are in progress. A Swedish company purchased and expanded a bakery company in Calgary.

- Encouraged the development planning for an industrial food park by private developers who are presently negotiating with major tenants (large food processing companies and cold storage companies) to occupy the facility.

- Visited companies in other regions of Canada, the United States, and Europe regarding investment opportunities in the Alberta food processing industry. Several companies were assisted in travelling outside of Alberta to evaluate joint venture opportunities and to acquire technology.

- A plan was developed to assist the Alberta furniture industry to recover from the impact of the recession and to encourage expansion. A program for improving quality assurance procedures was introduced at a seminar and subsequently incorporated by several furniture companies in the province. Outgoing missions for technology and licensing arrangements (location of potential European partners) were supported for two companies travelling to Europe. One of the companies has since formalized a licensing agreement with a European company. Market development was encouraged for Alberta companies in Eastern Canada and in the United States.

- A tent trailor company from Denmark is planning to manufacture their product in Alberta.

Industrial Products and Services Sector

During the 1985/86 fiscal year, this sector:

- Was involved in meetings with 481 companies. Some of their activities included plant visits involving updates of the company profiles. Meetings were held to assist in establishment, expansion of companies, introduction of new products, new technology, product diversification, new markets, financial assistance, rationalization and counselling.

- Assisted in the development of the first Canadian Tri-Axle Cryogenic Oxygen Trailers and the establishment of a new export sales base in Texas for similar equipment, development of a new low profile oil pump and continuing work on the James Engine.

- Provided information to firms interested in establishing a light aircraft manufacturing plant in Alberta, a helicopter plant and special refrigeration equipment.

- Provided assistance that led to the establishment of a Farm Dealers Loan Guarantee Program, a Business Training Program for Farm Dealers, and an export marketing seminar for Farm Machinery Manufacturers.

- Assisted companies in arranging licensing opportunities such as thermal generators, air cooled exchangers and construction equipment.

- Assisted in the development of an investment casting industry. Two corporations are currently evaluating the potential.

- Continued to work with the advisory committee of the Alberta Petroleum Training Centre. A new centre is to be built in 1986/87 for training purposes.

- Summarized, reviewed and made recommendations on Product Development Grant Applications. Recommendations were made for support of about nine projects.

- Organized and led several tours of foreign businessmen who were sponsored by the department to participate in the International Business Scholarship Program at the Banff School of Advanced Management.

Construction and Engineering Sector

During the 1985/86 fiscal year, this sector:

- Worked with sector firms to encourage joint ventures and licensing agreements to enhance technology transfer to Alberta. Provided information on opportunities, government programs and advice on development and diversification.

- Administered the Alberta Content Policy on industrial projects totalling $12 billion to encourage the maximum flow of industrial benefits to Alberta and to identify manufacturing opportunities for supply gaps determined from examining project procurement patterns. Also participated in committee meetings related to Husky Oil Bi-Provincial project.

- Continued to assist Alberta firms to supply goods and services to Alberta Government projects through implementation of the Accelerated Program of Support for Alberta Companies. Distributed information on Alberta manufacturers, consultants and architects to government departments.

- Published 1985 — Index of Alberta Architects
  — Index of Alberta Consulting Engineers

- Provided information to industry and government on major Alberta construction projects and on Alberta consulting engineering firms.

- Participated in a seminar and three missions with Chinese and Japanese delegations as a follow-up to the cold regions technology mission to these countries in March 1985.

- Pursued opportunities in produced water treatment equipment design and manufacturing with oil companies, consultants and manufacturers.

- Worked with Advanced Education on a study to identify the heavy oil industry training needs.

- Maintained and updated the Resource Development Projects List covering approximately $10 to $13 billion.

- Participated on a committee related to federal and provincial source development and procurement activities.

Energy, Metals and Mines Sector

During the 1985/86 fiscal year, this sector:

- Assisted the development of the Aluminum Company of America and MPLC Group Services magnesium project; negotiated and gained cabinet approval for a $265 million government loan guarantee, a determining factor in securing the project for Alberta.

- Compiled in-depth information on the impact of ethane upstreaming on gas producers, enhanced oil recovery programs and the petrochemical industry and provided policy advice to the minister.

- Prepared a number of detailed financial proposals for consideration by the minister.

- Encouraged, co-ordinated and summarized private sector submissions and dialogued on policy issues including natural gas deregulation and gasoline-oxygenate blending.

- Completed preparation of the publication The Alberta Advantage, Electric Power.

Plastics, Rubber and Textiles Sector

During the 1985/86 fiscal year, this sector:

- Organized, hosted and conducted an Alberta Composites Industry Seminar to encourage university/industry interface and applied research in Alberta.
- Assisted in the establishment of the Alberta Composites Industry Association which will address specific issues relevant to its 80 Alberta Industry members.
- Provided meaningful information and assistance to approximately 80 specific Alberta companies.
- Assisted Plasti-Fab to locate the technology and financing for a new 18 million pound expandable polystyrene plant.
- Arranged itineraries and meetings for a number of different out-of-province companies contemplating setting up production facilities in the province.
- Carried out a feasibility study and assisted in obtaining financing for the development of an irrigation ditch fibreglass lining machine.
- Completed a study to identify markets and equipment requirements for various types of cordage products.

Film Industry Sector

During the 1985/86 fiscal year, this sector assisted in bringing about:

- "Hyper Sapien" and "Rad", two major American motion pictures filmed in Calgary with combined budgets of US $20 million.
- "Vanishing Act", a $5 million CBS television movie filmed in Banff.
- "Rat Tails", a television drama filmed in Edmonton.
- The Banff International Television Festival which continues to attract top level television executives from around the world.
- "Striker's Mountain", a television 'pilot' filmed in Jasper; "Mountain Men", a television drama filmed in Jasper/Banff; and "Loyalties" a made-for-television movie filmed in Lac La Biche. These significant projects were completed by Alberta film producers with funding assistance by Alberta Motion Picture Development Corporation.
- Two 13-part half hour television series. "Connecting" filmed in Calgary, and "The Little Vampires" filmed in Edmonton. Both were assisted by the Alberta Motion Picture Development Corporation.
- A City of Edmonton Motion Picture and Television Bureau formed to assist producers filming in Edmonton, supplementing activities of this office.
- An agreement, signed between Alberta and Quebec for co-production in film and television projects. This will be of considerable benefit to the Alberta motion picture industry.

Investment/Financial Sector

During the 1985/86 fiscal year, this sector:

- Assisted in the completion and release of the Alberta Government Position and Policy Statement On Enhancing The Alberta Capital Market.
- Assisted in development of the Alberta Stock Savings Plan.
- Facilitated the computerization of the Alberta Stock Exchange.
- Proposed a model for consolidation of the administrative and regulatory functions concerning Alberta financial institutions.
- Aided in the development of a system to speed up and reduce costs of entry by Alberta companies into the public equity market.
- Provided counselling to more than 100 Alberta companies concerning investment matters, the Alberta Stock Savings Plan, and financial affairs.

- Attended several seminars and conferences on the financial services and securities industries and made presentations at some of them.

Investment Promotion Sector

During the 1985/86 fiscal year, this sector:

- Hosted incoming investors, missions and journalists of economic publications.
- Led Alberta participation in the Hanover Fair in West Germany.
- Co-ordinated Alberta Days in Nurenberg, West Germany.
- Organized and participated in an investment mission to West Germany to increase German financial institutions awareness of investment opportunities in Alberta.
- Co-ordinated and participated in the Independent Petroleum Association of Canada missions to California and Europe.
- Assisted in the organization of the European Economic Community/Canada Business Co-operation Seminar.
- Assisted six Alberta companies in obtaining $22 million worth of contracts in Hungary.
- Assisted 14 other Alberta companies in submitting proposals on projects in Hungary, financed by the World Bank.
- Assisted a number of West German industrial companies to identify potential joint venture licensing partners in Alberta.
- Compiled information on a number of Alberta investment opportunities published in Investment Canada.
- Initiated follow-up to responses resulting from department advertising in financial and business publication.

Computer Hardware/Software Sector**

During the 1985/86 fiscal year, this sector:

- Concluded studies on the Alberta software industry and educational courseware.
- Prepared, organized and assembled two gatherings of senior bank officials with software industry executives to discuss areas of joint interst and activity for mutual financial concerns.
- Prepared, organized and assembled the Software Industry Advisory Group to meet the Minister of Economic Development and Trade to discuss industry objectives and direction.
- Concluded the supercomputer contract agreement between the Government of Alberta and the University of Calgary for the next five years.
- Contracted for a two-phase study concerning the establishment of an industry-oriented Software Centre.
- Participated in a sponsoring role in the third annual Financial Symposium for Emerging Companies and the Dynamics of Technology symposium.
- Participated in the Educational Software Development Task Force Group for the Department of Education.

**Responsibility for this sector was transferred in early March 1986 to the Department of Technology, Research and Telecommunications.

High Technology Sector**

During the 1985/86 fiscal year, this sector:

- Provided $5 million in provincial support for the establishment of a laser institute at the University of Alberta to carry out contract research and encourage the utilization of lasers in Alberta industry.

- Co-sponsored, with the Department of Tourism and Small Business, a Small Business Incubator Conference.

- Provided support for creation of the Calgary Advanced Technology Centre (incubator facility).

- Supported entrepreneurship development programs at the University of Alberta and the University of Calgary.

- Initiated the International Business Scholarship Program (BSAM) at the Banff School of Advanced Management where each year 10 participants from Pacific Rim countries are exposed to BSAM's course and Alberta industry and culture with a view to developing lasting trade relationships.

**Responsibility for this sector was transferred in early March 1986 to the Department of Technology, Research and Telecommunications.

Health Care Sector**

During the 1985/86 fiscal year, this sector:

- Was instrumental in gaining the commitment of the government of Sweden and the Swedish Trade Council to contribute funds toward a study of the feasibility of establishing privately financed diagnostic imaging facilities in Alberta and Canada.

- Encouraged Siemens AG, West Germany, to sign a memorandum of understanding with the Alberta Heritage Foundation for Medical Research which will lead to collaborative research exchanges between company personnel and University of Alberta researchers.

- Encouraged the purchase of a $2.6 million, 15,000 litre addition to the Alberta Research Council Biotechnology Pilot Plant.

- Initiated the plan by which Chembiomed Ltd. will receive a major funding commitment over five years to support increased research and development manufacturing and marketing activities from a new facility to be built in the Edmonton Research and Development Park.

**Responsibility for this sector was transferred in early March 1986 to the Department of Technology, Research and Telecommunications.

Telecommunications Sector**

During the 1985/86 fiscal year, this sector:

- Participated in the opening of the Alberta Telecommunications Research Centre.

- Developed a proposal for the establishment of the Alberta Telecom Development Council.

- Provided export assistance to NovaTel for the United Kingdom and European market place.

- Hosted a major Japanese telcom equipment purchasing mission.

**Responsibility for this sector was transferred in early March 1986 to the Department of Technology, Research and Telecommunications.

Small Business Development Division

- Small Business Assistance Branch
- Regional Business Development Branch
- Research and Analysis Branch

The Small Business Development Division consists of the Small Business Assistance Branch, Regional Business Development Branch and Research and Analysis Branch.

The objectives of the Small Business Development Division are to increase the survival rate and profitability of small business and increase the rate of new business formation. These objectives are accomplished through the provision of management assistance and information to small business, assistance in community economic development and in business site location.

The division has continued to experience increased public demand for services. More specifically, business counselling and information dissemination have increased substantially. Special attention has also been given to a number of small business initiatives such as the Alberta Stock Savings Plan, a Federal/Provincial Small Business Data Base and drafting of the Canada/Alberta Memorandum of Understanding on the De-regulation and Paper Burden.

Small Business Assistance Branch

The main objective of the Small Business Assistance Branch is to assist people who are in business in Alberta or are interested in starting a business. Tools of assistance include one-on-one business counselling, group management training, providing of relevant print materials and presentations to entrepreneurs and small business owner/managers. Approximately 18,380 clients approached branch staff for various types of assistance in 1985/86. Additional highlights for the fiscal period include:

- Participation of 667 businesses in 37 Alberta communities in the Management Assistance Program (MAP) which provides small businesses with private sector consulting assistance and expertise.
- Distribution of 176,068 copies of branch publications (e.g.: Small Business Guides), an increase of 13.8 per cent over the previous year.
- Participation of branch members in 186 public speaking, educational engagements and workshops in 1985/86.
- Distribution of a total amount of $1,557,500 in grant funding to various organizations (e.g.: Junior Achievement).
- Completion of 79 ministerial action requests and 96 entrepreneurial immigration requests during the fiscal period.

Regional Business Development Branch

The two prime areas of branch activity have been in providing assistance in business development and community economic development. In this context, professional counselling and information dissemination activities totalled 12,787 appointments/

contacts (new businesses, existing businesses, community contacts, and information contacts.)

Highlights include:

- Assistance in the establishment of many new businesses in various Alberta locations.
- Assistance in the establishment of many community projects/plans.
- Assistance to 202 current or potential entrepreneurial immigrants in assessing Alberta as a place to locate or, for those already admitted, to establish their business.
- Assistance in the development of a Federal/Provincial Small Business Data Base.

Research and Analysis Branch

The primary responsibilities of Research and Analysis Branch include undertaking policy analysis, program development, data development, research projects and information dissemination.

Highlights of 1985/86 involvement include:

- Providing policy recommendations and analysis of issues on approximately 200 ministerial requests.
- Assisting over 400 existing and potential businesses with information (e.g. market data) and market research.
- Assisting in program development and delivery (e.g. Small Business Equity Corporations Program, Entrepreneurial Immigration Proposal and Alberta Stock Savings Plan).
- Managing studies which contain results of potential importance to policy decisions (e.g. Analysis of Business Location Decisions and Community Business Development Programs in North America).
- Participating in the development of a Federal/Provincial Small Business Data Base.
- Organizing and administering a major conference on business incubators.
- Bringing forward issues concerning Alberta small businesses.

Planning and Services

- Strategic Planning Division
- Transportation Services Division
- Financial Programs Division
- Alberta Agency for International Development
- Futures Compendium
- Communications Division

Planning and Services

Planning and Services is responsible for research, policy planning, consultation and negotiation in various areas related to the development of Alberta's economy. The division also undertakes research, policy development and projects to see that improvements are made to freight and passenger transportation services.

Its activities are undertaken by its three divisions: Strategic Planning, Transportation Services and Financial Programs. The work of the Alberta Agency for International Development and Futures Compendium also falls within the division's mandate as well as the Communications Division.

During the reporting period, a full range of programs and projects were undertaken. Special emphasis was placed on developments in trade policy, considerations for a revised economic strategy, regulatory reform, and the implications of long-term economic cycles.

Transportation activities of particular note encompassed the areas of grain handling and transportation, container systems, aviation policy and the study of a high-speed passenger train between Calgary and Edmonton.

In Strategic Planning and Transportation, work on major policy issues continued, much of it involving federal and other governments.

The Financial Programs Division involves the establishment of various programs for financial assistance to the private business sector and review of various proposals submitted on a special/extraordinary basis.

The Alberta Agency for International Development has continued an active program with the Non-Governmental Organizations (NGOs), providing them with financial assistance and consultative services in the implementation and management of their developmental projects in less developed countries.

A heightened interest in the implications for Alberta of changes in the world economy prompted an enhancement of the department's futures activities. During the year, staff working in this area were transferred to a separate entity, the Futures Compendium, headed directly by an Assistant Deputy Minister and having a private sector advisory council for guidance and input.

The Communications Division provides professional expertise to the department in the area of media relations, advertising, marketing, audio visual presentations and print materials.

Strategic Planning Division

The principal purpose of the Strategic Planning Division is to help identify the best opportunities for achieving the economic development goals and objectives of the Government of Alberta. In carrying out this objective the division undertakes economic research and analysis and policy planning in various areas related to the development of the province's economy.

The Strategic Planning Division was charged with three major tasks in the original 1979 mandate statement of the Department of Economic Development and Trade. These were:

- To develop detailed economic strategies with a key function being the identification of quantitative measures for each of the goals of the strategy.
- To assess the effects of economic policies on specific sectors of the Alberta economy.
- To meet the demands for economic and market information by such means as demand studies, regional economic base investigations and cost-benefit analysis.

These tasks remain the cornerstone of the division's activities with the main responsibilities of the division presently including:

Economic Outlooks

The division, in conjunction with other departments, assesses and prepares short and longer term economic outlooks on the provincial economy and individual industrial sectors.

Economic Analysis and Evaluation

The division analyzes and evaluates the economic impact on the Alberta economy of changing international, national and provincial economic conditions; federal and provincial policies and programs; and proposed new economic initiatives.

Research and Briefing

The division undertakes economic research, co-ordinates research activities of the department and manages the department's consultant policy. The branch prepares briefing materials for ministerial and deputy minister conferences, evaluates and develops provincial positions on federal and provincial economic programs and makes recommendations as appropriate.

Policy Development and Co-ordination

The division assists in the development of appropriate policies for encouraging economic development in the province and co-ordinates the department's policy position on economic development issues, particularly on issues that cross divisional and departmental lines.

Information Dissemination

The branch prepares and delivers business and economic information for and to the private and public sectors. This includes processing information requests, and the development of publications and appropriate information systems.

The Strategic Planning Division is comprised of three directorates: Industry Policy Sector, Trade Policy Sector and Domestic Policy Sector. Following are details of the major activities of each directorate during the reporting period.

Directorate: Industry Policy Sector

This directorate's responsibilities include the undertaking of analysis and the development of measures required to evaluate Alberta's economic performance and to assess

economic prospects and opportunities. The directorate also provides advice on how the province's economic strategy can adapt to changing economic conditions. In carrying out this work, it liaises with the private sector and provides individual sector perspectives on economic policies and issues.

Principal activities during the 1985/86 fiscal year:

- Preparing and participating in the development of economic outlooks on the provincial economy and individual sectors.
- Assessing the consequences of significant economic changes on specific industries and sectors.
- Evaluating the benefits and costs of specific resource development undertakings.
- Providing an economic development perspective to resource management issues.
- Assessing the impact of policies and programs that affect development in the province.
- Developing and monitoring policy initiatives to assist and strengthen the private sector in Alberta.
- Designing and recommending industrial incentive programs to promote investment in support of economic development objectives.
- Participating in the development of industry sector strategies in response not only to growth opportunities, but also to address structural weaknesses.
- Reviewing industrial location factors important to Alberta's competitiveness, and recommending remedial action where required.
- Undertaking studies on potential opportunities related to the manufacturing and service sectors.

Directorate: Trade Policy Sector

Reflecting the Government of Alberta's recognition of the importance of trade to the economy, this directorate evaluates trends in world trade and assesses the impact of provincial, national, and international legislation, programs, and policies on Alberta trade.

One of its prime functions is to ensure the co-ordination of trade policy among government departments in manufacturing and services. This involves providing recommendations to ministers on policies and organizational forms and monitoring trade policy initiatives of other departments to ensure they are consistent with Alberta's overall trade policy.

Ongoing activities during the 1985/86 fiscal year:

- Developing Alberta position papers on a number of issues for the bilateral and multilateral trade negotiations.
- Developing a Western Provinces paper on trade objectives for the next decade.
- Preparing jointly with other provinces and the federal government a National Trade Strategy.
- Organizing and holding regular meetings with private sector associations and advising them on trade issues relevant to their sectors.
- Co-ordinating and developing Alberta's strategy on trade disputes involving Alberta jurisdictional issues.
- Assisting the private sector where specific trade barriers have been identified.
- Preparing publications on Alberta's trade performance during 1985.
- Developing a federal/provincial agreement on a process to improve the quality of provincial export statistics.

Directorate: Domestic Policy Sector

This directorate advises which policies, institutions and instruments are most appropriate for a given economic development objective. Improvements to existing policies are considered from a provincial and federal/provincial perspective. This includes such factors as government regulations, foreign investment, manpower, immigration, procurement, competition, research and development, and interprovincial/territorial trade.

Ongoing projects during the 1985/86 fiscal year:

- Co-ordinating analyses of federal industrial and regional strategies, and assessment of their impact on Alberta.
- Analysing foreign investment applications referred to Alberta by the Foreign Investment Review Agency.
- Analysing entrepreneurial immigrant cases referred to Alberta by Employment and Immigration Canada.
- Developing provincial positions on federal foreign investment policies and procedural initiatives.
- Developing provincial positions on federal immigration policies and their impact on the Alberta economy.
- Assessing government procurement policies at the federal and provincial levels.
- Co-ordinating departmental activities related to regulatory reform and to competition policy.
- Participating in federal-provincial task force on interprovincial trade barriers and investment.
- Reviewing and assessing private sector responses to the White Paper on Proposals for an Industrial and Science Strategy for Albertans 1985-1990.
- Drafting of Economic and Regional Development Agreement initiatives on science and technology and on industrial diversification.
- Developing a directory of Government of Alberta procurement requirements.

Transportation Services Division

Distance from major customers, ocean ports and large population centers combine to make Alberta industries and individuals extremely conscious of the importance of transportation to economic development and its impact on personal convenience. The attention given by the Government of Alberta to assisting in the economic development and diversification of the economy has prominently included efforts in the field of transportation. Results from these efforts will continue to pay dividends in years to come.

Key objectives of the Transportation Services Division can be summarized as follows:

- Ensuring that infrastructure planning and maintenance will meet Alberta's requirements.
- Ensuring that adequate transportation capacity is available to users on an economic basis — encompassing both freight and passenger transportation.
- Ensuring the cost of transportation and levels of service provided are conducive to encouraging the growth and development of the Alberta economy.
- Encouraging innovation in the transportation system in order to better serve existing and new markets.
- Encouraging the growth of transportation related industry in Alberta.

In pursuit of these objectives, the division maintains ongoing contacts with industry groups, municipalities and counties, and providers of transportation-related facilities and equipment, as well as with provincial,

federal and foreign government officials. The world-wide character of Alberta's trading patterns also requires the monitoring of national and international trends and developments in transportation-related matters.

Significant changes are in the making in the legislative environment in which transportation functions take place and include the revision of the National Transportation Act, a general review of the Western Grain Transportation Act as well as the introduction of VIA Rail legislation.

On February 28, 1986, Alberta signed a Memorandum of Understanding on Transportation Planning and Co-ordination with the Government of Canada. The key objectives of this agreement are to enhance the efficiency of Canada's and Alberta's transportation infrastructure and to identify candidates for cost sharing such as railway/highway grade crossings or improvements to the Yellowhead Highway.

The support provided to Albertans and Alberta industry in 1985/86 included careful examination of transportation legislation issues as well as the study and implementation of advanced and innovative concepts, which are described below.

The Transportation Services Division is organized in four sections: Transportation Economics and Analysis, Freight Transportation Services, Passenger Transportation Services, and Agriculture Transportation.

Transportation Economics and Analysis

This section specializes in the pricing of transport services, methods of estimating transportation costs, and transportation economics.

Primary functions:

- To evaluate, recommend policy, and initiate action on freight rate structures, regulations, and pricing techniques of the various modes of transport.
- To evaluate, recommend policy, and initiate action on costing methodology used by transportation companies, or prescribed by government bodies, where these costs affect the public interest.
- To provide and analyze freight rate, traffic, and cost data for other components of Alberta economic development and the public.

Major issues addressed during the 1985/86 fiscal year:

National Transportation Act

In July 1985 the Federal Minister of Transport released the white paper, *Freedom to Move* which contained a number of proposals for introducing transportation economic regulatory reform. In responding to the federal paper, two major submissions were prepared which were provided to the federal minister and a brief which was presented to the Standing Committee on Transport. Major issues addressed in all responses concerned measures for increasing competition between railways for carload freight traffic, and for providing adequate regulatory protection for captive shippers.

Burden Study

A major study was completed which examined 1982 rail carload freight traffic moving in and out of Alberta (excluding United States transborder traffic). The study compared the specific costs incurred by the two major railways in the haulage of our traffic with revenue received by the carriers through the assessment of freight rates. Study results demonstrated that Alberta traffic is making a disproportionately large contribution to railway constant costs, referred to as the "burden". Results have been presented to the Federal Minister of Transport and have been used extensively in submissions and discussions on federal proposals to revise the National Transportation Act.

Transportation Study for Alberta's Forest Product Companies

This study was initiated in response to a variety of concerns expressed by forest

industry representatives involving the transportation of lumber, pulp, and panelboards. Two problems were identified as the major cause of these concerns, namely: that Alberta producers had very little leverage in negotiating transportation rates with railways and many producers were slow in adapting to the effects of United States transportation deregulation. To address these problems it was recommended that, among other things, Alberta producers should consider forming a shippers association. This recommendation was a contributing factor in the establishment of such an association in April 1986.

Freight Transportation Services

The responsibility of this section is to ensure that movement of goods domestically, internationally and offshore is maintained adequately to meet the needs of Alberta shippers, as well as to ensure the availability of adequate transportation infrastructures and services within Alberta and Canada.

Significant issues handled during the 1985/86 fiscal year:

Container Distribution System

The developmental work of the past few years culminated with the establishment of Alberta Intermodal Services Ltd., headquartered in Calgary, and dedicated to the efficient and economical transportation of containerized traffic between Alberta and the west coast.

The creation of this company has introduced cost competitive transportation to Alberta shippers that has resulted in inland rate reductions of 30-40 per cent on export traffic.

Pipelines

The sector co-sponsored a test shipment of 4,000 tonnes of methanol by Canadian Celanese from Alberta to Vancouver utilizing the facilities of Trans Mountain Pipeline Ltd. The test results exceeded expectations and may lead to further development of this transportation alternative.

This initiative reflects the forward planning of the section and its preparedness to assist in the development of improved technology in the transportation scene.

Physical Distribution Program

The Physical Distribution Program has been accelerated in the past year. The program is designed to assist Alberta small businesses increase profits through improved method of transportation, warehousing and inventory control.

In the past fiscal year, a number of seminars and workshops have been held across the province. This is a continuing program that will be available to Alberta companies to assist in their development and expansion opportunities.

Joint Railway Track Use

As an initiative by Alberta, a study on the feasibility of the joint use of the rail infrastructure through the Fraser Canyon of British Columbia was completed. The participants included the provinces of Alberta, British Columbia and Saskatchewan, CN Rail, CP Rail, the federal Ministry of Transport and the Canadian Transport Commission.

While the results of the study did not recommend joint track use under current conditions, it did confirm that joint track use becomes economically feasible once the annual volume of traffic exceeds 160 million tonne-miles.

Passenger Transportation

This section is responsible for surface and air modes of passenger transportation. The main objective is to ensure that Alberta has the best passenger transport system possible to facilitate the movement of Albertans within the province, and businessmen and tourists to and from the province, all in the interest of supporting economic development. In addition, land-use issues and transportation-related equipment issues are administered by the section.

Major issues addressed during the 1985/86 fiscal year:

Alberta Air Travel Pattern Study

Utilizing both the extensive data base generated by the Air Passenger Origin-Destination Study and Statistics Canada Aviation data, this study examined the quality of airline service provided to Alberta communities.

The study results are being used internally in the development of policy recommendation and have been widely distributed to the airline industry, other governments, and air service user organizations.

Calgary-Edmonton High-Speed Rail Project

A private sector review committee was independently created to assess the proposed high-speed rail service between Calgary and Edmonton. The eight members of the committee (four from Edmonton and four from Calgary) extensively evaluated the potential role of the private sector in financing the infrastructure and operating the line. With private involvement the sunk costs can be minimized and the annual maintenance of the system covered by the operator.

The review committee subsequently recommended that, due to the current economic downturn, the high-speed line not be built at this time. The committee did recommend, however, that the situation here and elsewhere be monitored to determine if changing conditions might warrant another close look at the situation.

Response to Federal Passenger Legislation

The Federal Minister of Transport introduced legislation dealing with rail passenger services in the spring of 1986. Although the bill also dealt with commuter and special services, the main purpose was to give VIA Rail its first legislative mandate and to move the corporation towards financial self-sufficiency.

Alberta's chief interest in VIA Rail stems from the tourism benefits derived from transcontinental trains, and from the potential large scale benefits should these trains be fully modernized. In consultation with other departments, the section prepared a detailed response to the bill for transmittal to the federal minister, other provincial governments, municipalities and members of parliament. The response suggested some key changes to the bill which would allow the necessary modernization to occur before any major service reductions were implemented.

Fort Saskatchewan Railway Relocation

An agreement between the City of Fort Saskatchewan, C.N. Rail, and the province to undertake relocation of C.N.'s mainline through the city was formally signed in October 1985. Under that agreement, C.N. Rail will undertake all engineering and construction for a new rail line bypassing downtown Fort Saskatchewan. Upon completion of the new rail link, the downtown land previously occupied by C.N. Rail will be redeveloped and/or resold by a project agency established by the city and the province.

Development of a Double-Stack Container Car for Alberta Requirements

On the basis of a research/evaluation project initiated by Alberta, CP Rail and National Steel Car of Hamilton, Ontario initiated development of a high capacity container car capable of carrying double stacked containers. Need for such a car was determined by studies carried out in connection with the establishment of the Alberta container distribution system.

Development of Alternating Current Electronics for Light Rail Transit (LRT) Vehicles

Agreement in principle was reached between Siemens AG company and the province during the 1985/86 fiscal year to facilitate the transfer of alternating current propulsion technology from Germany to Alberta, including the development of an Alberta capability to adapt, construct, manufacture, assemble, market and service alternating current propulsion control systems for North American and selected international markets.

The program will see the adaptation of alternating current technology to two Alberta-type light rail vehicles, and a two-year test/evaluation period in Edmonton and Calgary.

Agriculture Transportation

The prime function of this section is to advise on the formulation of policy pertaining to agricultural transportation issues. Responsibilities include liaison with private sector organizations and other government departments and agencies, analysis of current and proposed agricultural transportation policy and monitoring of related policy matters.

Major issues addressed during the 1985/86 fiscal year:

Western Grain Transportation Act: General Review

The Grain Transportation Agency was appointed by the Minister of Transport to carry out the general review of the Western Grain Transportation Act as required under Section 62. The Agriculture Transportation Directorate participated in the review through an appearance at the Calgary hearing in November 1985. Our submission recommended a payment of the Crow Benefit directly to producers as being most conducive to agricultural development and grain system efficiency. Other recommendations included: a re-examination of the sharing of cost increases between producers and the federal government, support for a broader award/sanction system to improve system performance, support for a method of incentive freight rates and an alternative proposal for a safety net to protect producers during periods of decreasing grain prices.

Western Grain Transportation Act: Information Pamphlets

During 1985/86, several information pamphlets were published. The pamphlet entitled "A Report of the Committee of Inquiry on Crow Benefit Payment: A Briefing," was intended to provide producers with the information contained in the federally commissioned report on the method of paying the Crow Benefit.

The pamphlet entitled "Western Grain Transportation Act: Alberta's Position on Method of Payment," was developed to explain the issue to the Alberta farming community.

Hopper Cars

The 1,000 Alberta hopper cars purchased through the Alberta Heritage Savings Trust Fund once again made a contribution to the Canadian grain export program. These cars which make up approximately 3.7 per cent of the total grain fleet moved 1.1 million tonnes of grain, representing approximately 4.3 per cent of the total tonnage moved to terminal position for export. The continuing decline in the amount of grain moved in Alberta cars is attributed to the poor crop in Alberta and Saskatchewan and the difficulty experienced in obtaining the required grades of grain for export contracts.

Prince Rupert Grain Terminal Development

The new $287 million grain terminal in Prince Rupert was officially opened by Hon. Peter Lougheed on May 16, 1985. This terminal is one of the most modern and efficient grain terminals in the world. During the course of 1985, the terminal broke records in both unloading of grain and loading vessels.

The terminal was financed to 80 per cent by the Alberta Government, with approximately half the financing provided from the Alberta Heritage Savings Trust Fund. The 3.5 million tonne throughput facility has increased west coast grain handling capacity by approximately 20 per cent. Western farmers are achieving a return of approximately $21 to $26 more for west coast exports than for east coast exports.

Financial Programs Division

The Financial Programs Division is responsible for the financial structure and the general supervision of various government initiatives to enhance the business environment and the economic development of Alberta. The mandate of the division involves the establishment of various programs for financial assistance to the private business sector and review of various proposals submitted on a special/extraordinary basis. The form of assistance is structured to meet the particular needs of the qualified applicant and may take the form of loans, grants, investments of loan guarantees.

The division makes recommendations to the government on new and/or revised policies to enhance the economic development of the province and co-operates fully with other divisions in the department as well as other government departments to achieve the desired results.

The division administers the following programs:

Export Services Support Program

Provides conditional grants for feasibility studies, bids, or tenders to approved companies pursuing contracts outside Alberta. To date, $3.9 million has been committed to 22 companies involving export potential of approximately $800,000,000.

Export Loan Guarantee Program

Provides support to Alberta-based businesses in order to enable them to be more competitive in obtaining export sales both interprovincially and internationally. Approximately $33 million of guarantees have been issued resulting in potential export sales of $133 million.

Farm Implement Dealers Guarantee Program

Designed to facilitate working capital for implement dealers during the current difficulties in the agricultural industry. To date, $2 million in guarantees have been provided to 10 companies.

Special/Extraordinary Proposals

During the past fiscal year the division was involved in reviewing approximately 131 proposals which resulted in approximately $481 million in financial assistance to the private sector and government sponsored infrastructure institutions.

Alberta Agency For International Development

In 1973, the Government of Alberta initiated a first-of-its-kind program, by deciding to co-operate, as a provincial government, with charitable, non-profit organizations in the implementation of development and assistance projects in the underdeveloped countries. These Non-Governmental Organizations (NGOs), as they are usually called, are increasingly recognized worldwide as lead players in the task of helping underdeveloped countries improve their economic and social well-being. Through programs which improve people's health, increase their knowledge and skill levels and raise their incomes and employment opportunities, the NGOs have proven themselves a vital force in assisting third world communities to achieve their own self-sustaining development.

The support which the Government of Alberta provides the NGOs through its own Alberta Agency for International Development takes the form of matching the funds Alberta residents contribute to the NGOs.

Highlights of the 1985/86 fiscal year:

- The people of Alberta contributed over $21 million to the NGOs, an increase of $3 million over the previous year.
- The Government of Alberta provided over $7 million in project assistance.
- Eighty-three NGOs participated in the program.
- Financial assistance was provided for 335 projects in 70 countries.

- Special funding of $300,000 was provided for Mexican Earthquake related projects.
- Special funding of $167,817 was provided for Colombian Volcano Eruption related projects.

Futures Compendium Secretariat

The Futures Compendium Secretariat is a joint effort between the public and private sectors whose purpose is to develop and share information about the likely course of the future global economy and the implications for Alberta.

Aimed at developing a better understanding of the opportunities and threats facing the provincial economy, the compendium involves an advisory council that reviews and develops information with Economic Development and Trade officials, as well as a program of seminars and conferences for the business and professional community.

Alberta Economic Development and Trade has been active for some time in the gathering and assessing of economic intelligence. The formation of the Futures Compendium enables the department to obtain new guidance with regards to the way in which business leaders see their sectors developing, while making our information more widely available.

Projects completed during the 1985/86 fiscal year:

- Preliminary assessment of the impact of long term trends on the current global economy.
- Review of world energy balance forecasts.
- Overview of opportunities employing New Materials technologies.

Ongoing projects during the 1985/86 fiscal year:

- Scanning and monitoring activites to ascertain new trends and events likely to affect both the global and Alberta economies.
- Developing of a set of scenarios of likely alternate courses of the world economy and the implications for Alberta, based on economic, technological and social factors.

Small Business Equity Corporation (SBEC)

The Small Business Equity Corporation was created to stimulate the formation of privately capitalized and managed pools of equity capital which would be available for investment in small businesses.

It has received $50 million in funding since its inception on July 18, 1984. As of March 31, 1986 applications received amounted to a total potential grant liability of $9,722,262 over and above the $50 million. Interest in the program remains high.

Other highlights include:

- Registering of 253 SBEC's in 1985/86. These SBECs made 135 investments in small businesses involving $45,446,033.
- During 1985/86, two public SBECs were successful in raising monies through public issues with another one being registered during the period.
- The "matching" program which attempts to bring together potential investors and firms seeking equity funding has had tremendous public response resulting in the creation of 215 files for small businesses seeking equity capital.

Communications Division

The Communications Division plays an important role in assisting the Department of Economic Development and Trade in meeting its goals and objectives. The division provides a wide range of public relations services including communication assistance and consulting, organizing media relations, such as news conferences, interviews, news releases and responses to media inquiries. The division also provides speaking notes and speeches for ministers, co-ordinates all department advertising, audio-visual requirements, including film, slide and videotape presentations. It is also involved in the production of publications, reports, folders, brochures and other print materials.

During the 1985/86 fiscal year, the division provided:

- Communication assistance for Alberta's participation in local and international trade shows and outgoing trade missions.
- Individual information packages for each show and mission, containing data on individuals and companies participating in the event.

Statistical Appendix

Alberta Economic Development and Trade
Budget Estimates, Special Warrants and Expenditures
Classified by Vote and Sub-Program
Fiscal Year 1985/86

	1985/86 Estimates	Special Warrants	Fund Transfers	Total Authorized	Expenditures For The Year Ended March 31/86	March 31/85
VOTE 1 — ECONOMIC DEVELOPMENT AND TRADE						
Sub-Program 1 — Program Support						
Minister's Office — Economic Development	268,600		2,091	270,691	233,992	247,409
Deputy's Office — Planning and Services	191,600		2,203	193,803	212,751	205,589
Deputy's Office — Development and Trade	287,100		4,102	291,202	298,764	251,778
Finance and Administration	2,260,870	119,000	313,735	2,693,605	2,674,103	2,323,950
Total Sub-Program 1	**3,008,170**	**119,000**	**322,131**	**3,449,301**	**3,419,610**	**3,028,726**
Sub-Program 2 — Planning and Services						
Assistant Deputy's Office	152,800		(2,598)	150,202	142,690	146,908
Transportation Services	2,893,100	200,000	(131,070)	2,962,030	2,727,584	2,738,885
Strategic Planning	1,962,100	150,000	(237,258)	1,874,842	1,798,063	1,821,140
Futures Compendium			324,200	324,200	269,994	
Total Sub-Program 2	**5,008,000**	**350,000**	**(46,726)**	**5,311,274**	**4,938,331**	**4,706,933**
Sub-Program 3 — Development of Industrial Programs						
Assistant Deputy's Office	123,800		3,444	127,244	126,205	129,324
Industry Development	2,384,410	861,500	61,094	3,307,004	3,229,476	3,588,190
Manufacturing Industries	2,176,000		(119,760)	2,056,240	1,799,833	1,927,721
Total Sub-Program 3	**4,684,210**	**861,500**	**(55,222)**	**5,490,488**	**5,155,514**	**5,645,235**
Sub-Program 4 — International Trade						
International Trade	5,400,200	872,000	167,183	6,439,383	6,353,619	5,611,475
Export Services Support Program	3,500,000a		(100,000)	3,400,000	2,583,619	
Total Sub-Program 4	**8,900,200**	**872,000**	**67,183**	**9,839,383**	**8,937,238**	**5,611,475**

Sub-Program 5 — Small Business Development						
Administrative Support	418,900		8,088	426,988	378,519	
Small Business	1,898,820	1,400,000	25,553	3,324,373	3,376,022	
Regional Development	1,844,220		33,572	1,877,792	1,697,629	
Total Sub-Program 5	**4,161,940**	**1,400,000**	**67,213**	**5,629,153**	**5,452,170**	
TOTAL VOTE 1	**25,762,520**	**3,602,500**	**354,579**	**29,719,599**	**27,902,863**	**18,992,369**

	1985/86 Estimates	Special Warrants	Fund Transfers	Total Authorized	Expenditures For The Year Ended March 31/86	March 31/85
VOTE 2 — FINANCING — ECONOMIC DEVELOPMENT PROJECTS						
Sub-Program 1 — Railway Relocation						
Fort Saskatchewan Project		3,410,000		3,410,000	3,360,000	
Total Sub-Program 1		**3,410,000**		**3,410,000**	**3,360,000**	
Sub-Program 2 — Grain Handling/Storage Facilities						
Prince Rupert Grain Terminal	425,000			425,000	7,327	45,826,499
Total Sub-Program 2	**425,000**			**425,000**	**7,327**	**45,826,499**
Sub-Program 3 — High Technology						
Medical and Pharmaceutical	2,500,000			2,500,000	1,500,000	1,580,000
Energy	2,686,156			2,086,156	1,171,475	2,645,498
Transportation Institute	90,000			90,000	90,000	
Alberta Stock Exchange	400,000			1,000,000	574,127	
Total Sub-Program 3	**5,676,156**			**5,676,156**	**3,335,602**	**4,225,498**
Sub-Program 4 — Intermodal Distribution System						
Alberta Container Company		20,000,000		20,000,000	20,000,000	
Rolling Stock Development		496,000		496,000	102,230	
Total Sub-Program 4		**20,496,000**		**20,496,000**	**20,102,230**	
Sub-Program 5 — Forest Products						
Pelican Spruce Mills		7,000,000		7,000,000	4,600,000	
Total Sub-Program 5		**7,000,000**		**7,000,000**	**4,600,000**	
TOTAL VOTE 2	**6,101,156**	**30,906,000**		**37,007,156**	**31,405,159**	**50,051,997**

VOTE 3 — INTERNATIONAL ASSISTANCE						
Administrative Support	109,300		3,560	112,860	112,771	100,971
Financial Assistance	7,000,000	167,817		7,167,817	7,167,143	9,994,285
TOTAL VOTE 3	**7,109,300**	**167,817**	**3,560**	**7,280,677**	**7,279,914**	**10,095,256**
VOTE 4 — FINANCIAL ASSISTANCE TO ALBERTA BUSINESS						
Sub-Program 1 — Financial Assistance via Alberta Opportunity Company						
Grant to Alberta Opportunity Company	10,200,000			10,200,000	9,620,910	
Total Sub Program 1	**10,200,000**			**10,200,000**	**9,620,910**	
Sub-Program 2 — Financial Assistance Via Equity Companies Administration	26,003,210	17,094,460	17,655	40,119,383	31,566,935	
Total Sub-Program 2	**26,003,210**	**17,094,460**	**17,655**	**40,119,383b**	**31,566,935**	
TOTAL VOTE 4	**36,203,210**	**17,094,460**	**17,655**	**50,319,383**	**41,187,845**	
TOTAL DEPARTMENT	**75,176,186c**	**51,770,777**	**375,794d**	**124,326,815e**	**107,775,781**	**79,139,622e**

FOOTNOTES

(a) Provided by Supplementary Estimate.
(b) Excludes prior year's liability of $2 995 942.
(c) Includes $40 467 920 transferred from Tourism and Small Business and excludes $6 931 790 transferred to Technology, Research and Telecommunications under the authority of the Public Service Administrative Transfers Act.
(d) Transferred from Salary Contingency Fund.
(e) Does not include expenditures for programs transferred from Tourism and Small Business.

Alberta Agency for International Development's Contributions to the Non-Governmental Organizations

	1983-84		1984-85		1985-86	
	Projects	$	Projects	$	Projects	$
Adventist Development & Relief Agency (ADRA)	5	136,235	18	129,447	15	99,816
Aga Khan Foundation Canada	5	446,221	4	513,000	6	358,920
Alberta CGIT Association					1	7,800
Alberta Teachers' Association	3	21,500	2	19,650	2	12,910
Anglican Primate's World Relief and Development Fund	5	60,024	5	62,583	7	76,130
Baptist Union of Western Canada	2	50,786	1	50,000	2	58,108
Bishop Budka Charitable Society					2	5,000
Bob Hoover Evangelistical Association, Inc.			1	1,017	1	1,243
Calgary Inter-Faith Community Action Association			2	5,683		
Camrose One World Institute	3	3,737	4	2,540	5	8,480
Canada World Youth					1	5,440
Canadian Catholic Organization for Development and Peace (CCODP)	54	321,547	55	377,159	21	571,735
Canadian Children's Foundation	1	10,780				
Canadian Crossroads International	2	10,986	3	16,000	2	8,048
Canadian Executive Service Overseas (CESO)	1	4,384	1	10,494	1	5,624
Canadian Hunger Foundation	1	13,560	3	167,607	1	15,854
Canadian Institute of Cultural Affairs	1	4,128	1	5,349	1	3,555
Canadian Jesuit Missions	2	38,841	2	49,739	2	32,319
Canadian Lutheran World Relief	16	254,015	20	326,085	25	298,855
Canadian Mission Board of the German Church of God			1	12,850	1	9,530
Canadian Organization for Development through Education (CODE)	1	25,729	4	59,110	3	26,893
Canadian Organization for Rehabilitation through Training (ORT)	1	52,669	2	121,330	1	75,758
Canadian Red Cross Society	2	41,043	1	35,739	5	801,394
Canadian Save the Children Fund (CanSave)	4	139,816	8	157,883	5	125,253
Canadian University Service Overseas (CUSO)	12	47,873	9	54,430	12	57,308
Canadian Vision Caravan	1	16,375	3	26,827	2	13,087
Cardinal Leger and His Endeavours	4	105,124	4	61,093	1	10,730
CARE Canada	1	127,778	2	197,430	2	179,345
Change for Children Association of Alberta	5	51,800	12	77,125	9	50,328
Children of Islamic Nations (COIN)	1	1,250	1	3,250		
Christian Reformed World Relief Committee of Canada	3	192,507	3	343,000	3	165,205
Church of the Nazarene	6	77,750	4	68,600	2	31,273
Compassion of Canada	2	45,159	7	195,628	5	127,658
Co-operative Development Foundation	1	1,350	7	5,419		
Council of India Societies of Edmonton			1	36,598	1	22,483
The Edmonton Gospel Temple			1	23,429		
The Edmonton Korean Association			1	3,302		

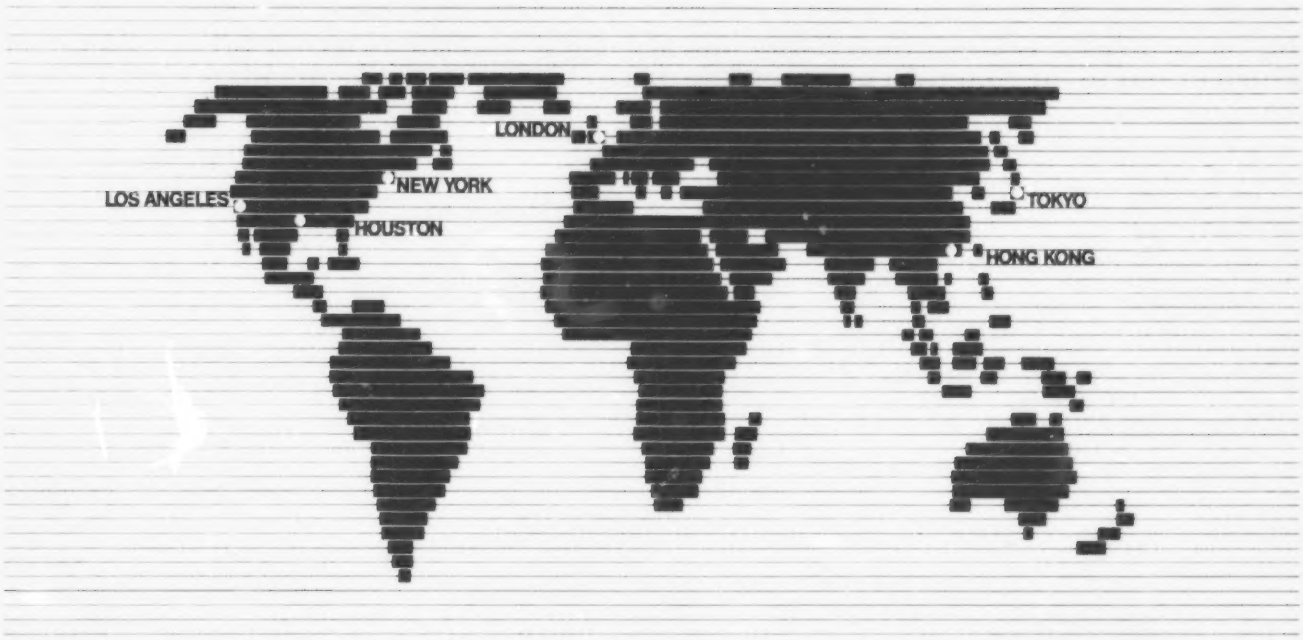
Alberta Agency for International Development's Contributions to the Non-Governmental Organizations

	1983-84		1984-85		1985-86	
	Projects	$	Projects	$	Projects	$
Elkay's Overseas Student Aid Society	1	1,550				
Emmanuel Relief & Rehabilitation International	1	20,339	3	97,189	1	26,666
Fame Pereo Institute	1	2,332	1	4,753	1	2,139
Foster Parents Plan of Canada	6	1,052,279	9	1,437,224	3	500,000
Friends of the Lord's Ranch	1	4,713	1	1,250		
Frontiers Foundation Inc.	1	19,918	1	14,500	1	15,800
Gujarati Mandal of Calgary			1	2,500		
Global Food Bank Association					1	7,222
Help the Aged			7	24,926		
Hope International Development Agency	8	210,864	7	205,139	5	237,276
Horizons of Friendship	1	39,793	4	52,686	1	39,500
Inter Pares	1	15,763	3	25,215	1	21,056
International Child Care (Canada), Inc.	1	6,267	1	5,970	1	4,730
International Needs Canada					2	13,000
International Sound Foundation Society	1	880				
L'Arche Association of Edmonton	1	6,267	2	2,103	1	867
LASER (Latin American Public Services & Self Help Society)					1	18,850
TLM The Leprosy Mission of Edmonton			2	46,000	3	30,403
MATCH International Centre	6	8,071	8	9,592	3	7,027
Mennonite Central Committee (MCC)	10	317,958	11	596,174	3	236,340
Mennonite Economic Development Association (MEDA)					1	4,680
Mission Aviation Fellowship of Canada			2	40,695	3	30,830
Mission Possible (Canada)	1	8,107	1	11,424	1	11,280
Moral Re-Armament					1	430
Moravian Mission Development Fund	1	7,000	1	5,900	1	1,030
Mother Teresa Habitat Institute of Alberta	1	28,001				
Olds College Alumni Association	1	500			1	1,500
Operation Eyesight Universal	4	184,107	12	362,145	6	226,706
Oscar Romero Catholic Missionary Society of Edmonton			1	1,350		
OXFAM Canada	11	35,665	13	43,093	13	73,200
The Pentecostal Assemblies of Canada	8	353,758	9	358,717	8	262,854
Plenty Canada	4	18,493	4	18,923	2	5,697
The Presbyterian Church in Canada	5	30,320	6	57,685	8	42,615
Project Concern Alberta	2	21,147			2	6,179
Pueblito Canada, Inc.	2	12,173	3	14,563	2	12,455
Rotary District 536 Development Society	3	7,300	4	28,000	4	29,377
Sahakarini Inter-World Education and Development Association	4	19,300	2	14,750	1	14,150

Alberta Agency for International Development's Contributions to the Non-Governmental Organizations

	1983-84		1984-85		1985-86	
	Projects	$	Projects	$	Projects	$
The Salvation Army	3	43,261	3	49,910	4	39,509
Save A Family Plan	1	37,250	2	48,892	3	53,175
Save Tomorrow Oppose Pollution					1	12,500
Shastri Indo-Canadian Institute	1	8,241	1	15,915	1	7,640
Sisters of Charity of Providence of Western Canada			3	32,500		
Sisters of Holy Cross			1	23,200		
Solbrekken Evangelistical Association of Canada			2	18,894		
St. Joseph Save the Children Club	11	34,387	9	18,815	4	18,708
Stirling Vietnamese Refugee Aid Organzation (SVRAO)			1	1,500	1	1,000
Southridge Community Church					1	27,394
SIM Canada	6	165,282	7	262,179	8	191,174
UNICEF Canada	8	321,708	11	501,500	11	401,922
USC Canada	19	136,260	9	185,570	1	119,167
The United Church of Canada (DWO)	16	146,000	9	215,275	20	219,669
The University of Alberta	9	14,804	6	33,477	7	18,110
The University of Calgary	1	40,416	1	44,690	1	39,898
The University of Lethbridge			1	25,000	3	34,899
Vedanta Society of Calgary					1	3,000
World Concern Canada Association	1	34,749	5	102,730	1	22,770
World Missions for Jesus Canada	1	22,622	2	25,827	3	20,350
World University Service of Canada					1	3,840
World Vision Canada	146	1,063,513	69	1,287,262	21	528,353
Wycliffe Bible Translators of Canada, Inc.	5	168,500	8	364,000	8	240,997
Y.M.C.A. — Alberta Region	1	10,000	2	15,000		
Y.M.C.A. of Edmonton	3	5,400	2	10,000	3	6,850
Y.M.C.A.	2	5,483	2	6,831	2	6,277
Youth With A Mission Society	1	4,012	1	3,456		
Zonta Club of Edmonton	1	1,169				
TOTAL	**468**	**6,998,889**	**469**	**9,994,285**	**335**	**7,167,143**

International Representatives



International Representatives

The Alberta government maintains offices in strategic locations around the world. Our foreign office representatives can provide all the information required to initiate commercial or technological exchanges. They can also introduce potential investors to the unlimited opportunities available within the province of Alberta. Feel free to use their services.

Eastern U.S. Operations

Alberta Economic Development
and Trade
27 Floor, General Motors Building
767 Fifth Avenue
New York, New York 10153
Telephone: (212) 759-2222
Telefax: 212-759-3682

Southwestern U.S. Operations

Alberta Economic Development
and Trade
Suite 1425, 5444 Westheimer Road
Houston, Texas 77056
Telephone: (713) 871-1604
Telefax: 713-871-0349

Western U.S. Operations

Alberta Economic Development
and Trade
Suite 3535, 333 South Grand Avenue
Los Angeles, California 90071
Telephone: (213) 625-1256
Telefax: 213-626-2107

Asia Pacific Operations

Alberta Government Office
Room 1003 - 1004, 10 Floor, Tower 2
Admiralty Centre, 18 Harcourt Road
Central, Hong Kong
Telephone: (011) 85-25-284-745
Telex: 802-61961
Telefax: (011) 85-25-298-115

Alberta Government Office
17 Floor, New Aoyama Building West
1-1, 1-Chome, Minamiaoyama
Minato-ku
Tokyo, 107, Japan
Telephone: (011) 81-3-475-1171
Telex: 72-28543
Telefax: (011) 81-3-470-3939

European Operations

Alberta House
1 Mount Street
London, W1Y 5AA, England
Telephone: (011) 441-491-3430
Telex: 51-23461
Telefax: (011) 441-629-2296